

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS  
OF SAN BERNARDINO COUNTY, CALIFORNIA  
AND RECORD OF ACTION**

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August 12, 2003

**FROM:** MARK H. UFFER, Director  
Arrowhead Regional Medical Center

**SUBJECT: SIEMENS MEDICAL SYSTEMS, INCORPORATED – TELEMETRY EQUIPMENT  
PURCHASE ORDER**

**RECOMMENDATION:**

- 1) Find it is in the best interest of the County to utilize Siemens Medical Systems, Inc. as a sole source provider for service and parts for the Medical Center's telemetry equipment.
- 2) Authorize the Purchasing Agent to increase the existing Purchase Order with Siemens Medical Systems, Inc. by \$30,000 for a total amount not-to-exceed \$55,000 for repair and exchange of telemetry transmitters for Fiscal Year 2003/04.

**BACKGROUND INFORMATION:** Per Policy 11-05, Board of Supervisors approval is needed for services in excess of \$25,000 per scope of service per vendor per department each fiscal year.

In March of 1999, the Medical Center opened its doors in its new location in Colton. One component of the hospital replacement project was the addition of telemetry equipment, which is used for monitoring patients during their hospital stay. The telemetry equipment is a mobile monitor that allows patients to leave their beds when necessary and go to other areas throughout the hospital while a remote measurement and reporting system monitors, alerts and keeps record of the patient's medical status, which is continuously transmitted to the patient's nursing station.

Due to the complexity of the equipment, at times, the Medical Center's Biomedical department is unable to provide the required maintenance or perform extensive repairs. In these cases, it is necessary for the Medical Center to utilize certified factory trained specialists to repair and or replace the equipment in question.

The Medical Center originally purchased the telemetry equipment from Siemens Medical Systems, Inc. The Medical Center recommends that Siemens provide the necessary service and repairs of the telemetry equipment because of their extensive expertise and knowledge of the equipment. Service provided by another telemetry vendor would result in additional costs to the Medical Center since equipment from the vendor would have to be configured to be compatible to the Siemen's system. Additionally all the telemetry equipment is programmed to operate on a specific frequency. There would be no guarantee that another vendor could provide the equipment to operate safely on such a frequency.

Due to standards imposed on the Medical Center by regulatory agencies, it is necessary to perform preventive maintenance on this equipment based on a predetermined schedule. As a result of this scheduled preventive maintenance, and due to unexpected equipment failure that the Medical Center's staff is unable to repair, the Medical Center incurred a cost of approximately \$50,000 for Fiscal Year 2002/03 with Siemens. As the equipment ages, it will continue to require additional service; therefore it is estimated that the Medical Center will expend approximately \$55,000 for FY 2003/04.

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Board of Supervisors approval is being requested to increase the existing purchase order with Siemens Medical Systems, Inc. by an additional amount of \$30,000, for a total expenditure for Fiscal Year 2003/04 of not-to-exceed \$55,000.

**REVIEW BY OTHERS:** This item has been reviewed by County Purchasing (Aurelio De La Torre, Director) on July 28, 2003, County Counsel (Michelle Blakemore, Deputy County Counsel) on July 28, 2003 and HSS Administration (Carol Hughes Administrative Analyst) on July 30, 2003.

**FINANCIAL IMPACT:** This purchase order is for an additional amount of \$30,000 for a total amount not-to-exceed \$55,000 for FY 2003/04. This amount is available in the Medical Center's FY 03/04 budget.

**COST REDUCTION REVIEW:** The County Administrative Office has reviewed this agenda item and recommends approval as it imposes no local county cost and this service is necessary to maintain current Medical Center equipment which is essential for the health and safety of the Medical Center's patients.

**SUPERVISORIAL DISTRICT(S):** All

**PRESENTER:** Mark H. Uffer, Director, Arrowhead Regional Medical Center, 580-6150

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